

800023

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONINSERT (Promo. #536893)****BUY 1 CARTON WITH ONINSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.****(Million Dollar Giveaway for Five 'No Bull' NASCAR Races - 1st Race is Daytona 500 (2/15/97).****FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONINSERTS (PACKED 100/SKU, ITEM #536891) WILL BE SHIPPED TO RETAIL REPS THE WEEK OF 1/12/98.****(Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #536873) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 1/15/98.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 1/19/98****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)****\*\*NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS\*\***

SHIPPER/R/REP#	R/REP#	ACCOUNT#	NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	ACCOUNT#
162202	162202	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	2	
			162202 Total					0261
162210	162210	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	2	
			162210 Total					0263
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	2	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	2	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	2	
			162220 Total					0188
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	2	
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	2	X
			162221 Total					0193
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	2	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	2	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	2	
162209	162222	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	2	X
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	2	X
			162222 Total					0196

# 536873  
7314-0164  
11/10/97

# 7314-0181

1/10/98  
 Pet Gary Phelps some stores will  
 receive incorrect POS (showing 30%)

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S/REP	SR/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	ACCOUNT 6/97 (X)	
								8-CASE DISPLAYS	STORE (536891/5327951) SHIPPED TO
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	2		
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	2		X
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	2		X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	2		X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	2		X
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	2		
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	2		
	162223 Total						14		0200
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	2		
	162224 Total						2		0202
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	1		X
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	1		X
	162225 Total						2		0205
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	2		
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTT'S BEV&	ENDICOTT	NY	2		
	162226 Total						4		0206

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S/REP	R/REP	O/SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	ACCOUNT 697 (X)
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWEY	PA	2	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	2	
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	2	
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	2	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	2	X
<b>162227 Total</b>							10	<i>0212</i>
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	2	X
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	-	X
<b>162228 Total</b>							4	<i>0215</i>
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOT	NEDROW	NY	2	
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DI	NEDROW	NY	2	
<b>162230 Total</b>							4	<i>0223</i>
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	1	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	1	
<b>162231 Total</b>							2	<i>0236</i>
162202	162232	269012	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	2	
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	2	
<b>162232 Total</b>							4	<i>0239</i>
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	2	
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	2	
<b>162233 Total</b>							4	<i>0240</i>

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S/REP #	R/REP #	DISP#	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	ACCOUNT #
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	2	
	162234 Total							0241 407
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	2	
	162237 Total							0244
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	2	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	2	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	2	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	2	
162201	162239	696086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	2	
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	2	X
	162239 Total						16	0247
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	2	
	162280 Total						2	0256

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED (100/SKU)	ACCOUNT #97 (X)
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FALLS	NY	2	
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	2	X
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	2	X
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	2	X
162320 Total							8	0387
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	2	
162322 Total							2	0392
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	2	
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	2	X
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	2	X
162323 Total							6	0395
162303	162324	130283	BEEBEE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	2	
162324 Total							2	0398
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	2	X
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	2	X
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	2	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	2	
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	2	X
162325 Total							10	0401
162307	162327	178829	THRUWAY PHARMACY INC	TRUWAY SHP/CTR PLA: WALDEN		NY	2	
162327 Total							2	0405

7314-0265

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	ACCOUNT 6/97 (X)
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	2	X
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	2	X
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	1	X
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	1	X
	162622 Total						6	0417
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2	X
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	1	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	1	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	1	X
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEV	GOWANDA	NY	1	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	1	X
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	1	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	1	X
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE R	IRVING	NY	2	X
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	1	X
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRIP	IRVING	NY	1	X
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	1	X
	162623 Total						14	0418
162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	2	
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	1	
	162625 Total						3	0423

RETAIL MANAGERS  
RETAIL REPS

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S/REP#	R/REP#	SIZE	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	ACCOUNT 649700
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	1	X
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	2	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAI	LEWISTON	NY	1	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1	X
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAI	SANBORN	NY	1	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAI	SANBORN	NY	1	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT	SANBORN	NY	1	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	1	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1	X
<b>162626 Total</b>								<b>0430</b>

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162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	1	
162606	162628	328435	OJ'S SMOKESHOP	W PERIMETER ROAD	STEAMBURG	NY	1	X
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	1	
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	1	X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	1	
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	1	X
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER R	STEAMBURG	NY	1	
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	1	X
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	1	
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	1	
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	1	
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	1	X
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1	X
<b>162628 Total</b>							13	0444

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163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	2	X
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	2	
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	2	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	2	
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	2	X
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	2	X
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	2	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	2	X
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	2	X
163820 Total							13	0472
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	2	X
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	2	
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	2	
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	2	X
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	2	
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	2	X
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	2	X
163821 Total							14	0476

7314 -  
0454

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800008)**

BUY 1 CARTON WITH ONSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.

(Million Dollar Giveaway for Five 'No Bull' NASCAR Races - 1st Race is Daytona 500 (2/15/97).

FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.

**CARTON ONSERTS (PACKED 100/SKU, ITEM #536891) WILL BE SHIPPED TO RETAIL REPS THE WEEK OF 1/12/98.**

(Shipment will be made to Sales Rep if no R/Rep assigned).

**ONE P.O.S. KITS (ITEM #536873) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 1/15/98.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 1/19/98 (STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)****"NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS"**

S/REP#	R/REP#	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED (100/SKU)	ACCOUNT #937 (X)
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	2	
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	2	X
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	2	
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	2	
		163822 Total						0479
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH		
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH		
163806	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH		
		163823 Total						0502
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH		X
		163824 Total						0505
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	2	X
		163825 Total						0507 Cancelled 7316-0933
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	2	
163807	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	2	X
163807	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPR	LACONIA	NH	2	
163807	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	2	X
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	2	
		163826 Total						0515

Shipped  
to S/Rep

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800008)**

BUY 1 CARTON WITH ONSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.

(Million Dollar Giveaway for Five 'No Bull' NASCAR Races - 1st Race is Daytona 500 (2/15/97).

FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.

**CARTON ONSERTS (PACKED 100/SKU, ITEM #536891) WILL BE SHIPPED TO RETAIL REPS THE WEEK OF 1/12/98.**

(Shipment will be made to Sales Rep if no R/Rep assigned).

**ONE P.O.S. KITS (ITEM #536873) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 1/15/98.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 1/19/98****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)****"NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS"**

S/REP	R/REP	DISP	ACCOUNT	NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	ACCOUNT 637 (X)
163801	163827	679787	PAULS REDEMPTION CTR		RR #1/U.S. RTE. 5	DERBY	VT	2	X
163802	163827	317529	BEVERAGE KING #1		INTERCHANGE DR	WEST LEBANON	NH	2	
163802	163827	630255	T&R SIDELINES		22 BRIDGE ST	WEST LEBANON	NH	2	
		163827 Total						6	0519
162301	163829	717500	MCGREGOR'S PHARMACY		476 MAIN ST	WINOOSKI	VT	2	
163802	163829	289988	WEST ADDISON GENERAL		RT#17 & LAKE RD	WEST ADDISON	VT	2	
		163829 Total						4	0521
		Grand Total						244	

422 SMS422N2                    SALES MATERIALS SYSTEM                    11/10/97 09:20  
LOCATORS LIST NAME: MCTN    INVENTORY EXCEPTION    MASTER ORDER NBR: 7314-0164  
NUMBER OF LOCATIONS: 132  
HOLD UNTIL BACKORDERS ARE FILLED(Y/N) Y (Available quantity subject to change!)  
(LINES 1 - 1 OF 1 SHOWN)    PER    TOTAL    TOTAL    TOTAL ON  
ITEM    DESCRIPTION----- ORDER REQUESTED AVAILABLE    BACKORDER  
536873    WIN JAN CTS POS KIT    1    132    0    \*\*    132    \*\*

SPECIAL INSTRUCTIONS

Account Special Instructions: HOLD FOR RJR REP

51852 5319

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800023)**

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**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	DISP/	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	TO ACCOUNT 6/97 (X)
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	2	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	2	
162201	162239	130280	OIONKWONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	2	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	2	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	2	
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	2	
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	2	
162202	0	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	2	
162202	162232	269012	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	2	
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	2	
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	2	X
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	2	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	2	X
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	2	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTT'S BEV&	ENDICOTT	NY	2	
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	2	X

DIVISION MANAGERS

SALES REPS

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C. PAGE

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**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP. #	R/REP. #	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	SKU PER CASE DISPLAY	STORE(S) (536891) & (536873) SHIPPED	PACKED 100/SKU TO ACCOUNT 697 (X)
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOT	NEDROW	NY	2		
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DIN	NEDROW	NY	2		
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	2		
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	2		
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	2		
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	2		
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	2		
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	2		
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	2		
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	2		
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	2		
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	2		
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	2		
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	2		
162210	0	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	2		
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	2		
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	2		
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	2		

DIVISION MANAGERS

SALES REPS

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C. PAGE

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**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	DIS	ACCOUNT NAME	STREET	CITY	STATE	#SKU PER CASE DISPLAY	STORE (4536891 OR 527951) SHIPPED	PACKED 100/SKU TO ACCOUNT 697 (X)
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	2		X
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	2		X
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	2		
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FAL	NY	2		
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	2		X
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	2		X
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	2		X
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	2		X
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	2		X
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	2		
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	2		
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	2		X
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	2		
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	2		
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	2		
162307	162327	178829	THRUWAY PHARMACY INC	TRUWAY SHP/CTR PLA	WALDEN	NY	2		

DIVISION MANAGERS

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**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP#	R/REP#	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100SKU TO ACCOUNT 536891 (X)	
							SKUs PER 8-CASE DISPLAY	STORES (536891) (527951) SHIPPED
162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	2	
162603	162622	197949	JAN'S TOBACCO SHOP	363 BLOOMINGDALE R	BASOM	NY	2	X
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	2	X
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	1	X
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	1	X
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	1	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	1	X
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	2	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAI	LEWISTON	NY	1	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1	X
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAI	SANBORN	NY	1	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAI	SANBORN	NY	1	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT	SANBORN	NY	1	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	1	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1	X
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	1	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	1	
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	1	X

DIVISION MANAGERS

SALES REPS

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**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SSN#	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	8-CASE DISPLAYS STORE (536831) (5367951) SHIPPED TO ACCOUNT 897(X)
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	1	X
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2	X
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	1	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	1	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	1	X
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	1	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	1	X
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	1	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	1	X
162606	162623	536774	JR'S SMOKE SHOP	RT. 5 & LAKESHORE R	IRVING	NY	2	X
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	1	X
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRI	IRVING	NY	1	X
162606	162623	733079	BIG INDIAN SMOKE SHOP	597 MILESTRIP RD	IRVING	NY	1	X
162606	162628	324640	SENECA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	1	
162606	162628	328435	OJ'S SMOKE SHOP	W.PERIMETER ROAD	STEAMBURG	NY	1	X
162606	162628	340601	RON'S SMOKE SHOP	BOX 92A, RD. 3	ALLEGANY	NY	1	
162606	162628	368567	KEN'S SMOKE SHOP	2001 ROUTE 219	LIMESTONE	NY	1	X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	1	

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S/REP#	R/REP#	DISP#	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU TO ACCOUNT 6/97 (X)	8-CASE DISPLAY	STORE ASSISTANT (527951) SHIPPED
162606	162628	482404	KENS LOCAL SMOKE SHOP	7 MAIN ST	SALAMANCA	NY	1	X	
162606	162628	675068	RICHARDS SMOKE SHOP	2164 W PERIMETER RD	STEAMBURG	NY	1		
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	1	X	
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	1		
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	1		
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	1		
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILBUCK	NY	1	X	
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1	X	

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSET (Promo. #800023)**

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**FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.**

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*(Shipment will be made to Sales Rep if no R/Rep assigned).*

**ONE P.O.S. KITS (ITEM #536873) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 1/15/98.**

**UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.**

**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	DISP. SIS	ACCT. NAME	ADDRESS	CITY	STATE	SKU PER 8-CASE DISPLAY	ITEM #536891 OR #527951 SHIPPED	TO ACCOUNT 6/97 (X)
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	2		X
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	2		
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	2		X
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	2		
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	2		
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	2		X
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	2		
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	2		
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	2		X
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	2		
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	2		X
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	2		X
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	2		X
163802	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	2		
163802	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	2		
163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	2		X
163805	163820	103056	TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH	2		X
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	2		

DIVISION MANAGERS

SALES REPS

J. McLEAN

C. PAGE

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800023)**  
**BUY 1 CARTON WITH ONSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES .**  
*(Million Dollar Giveaway for Five 'No Bull' NASCAR Races - 1st Race is Daytona 500 (2/15/97).*  
**FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.**

**CARTON ONSERTS (PACKED 100/SKU, ITEM #536891) WILL BE SHIPPED TO RETAIL REPS THE WEEK OF 1/12/98.**  
*(Shipment will be made to Sales Rep if no R/Rep assigned).*

**ONE P.O.S. KITS (ITEM #536873) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 1/15/98.**  
**UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.**

**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP#	R/REP#	SIS#	ACCOUNT NAME	PO BOX/ ADDRESS	CITY	STATE	SKU PER CASE		8-CASE DISPLAYS	STORE(S) SHIPPED (536891) / (527951) SHIPPED	STATE PACKED 100/SKU TO ACCOUNT 697 (X)
							100	100			
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	2				
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	2		X		
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	2		X		
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	2				
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	2		X		
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	2		X		
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	2				
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	2				
163807	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	2		X		
163807	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRISE	LACONIA	NH	2				
163807	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	2		X		
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	2				
163806	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	2				
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	2				
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	2				
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	2				
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	2		X		

DIVISION MANAGERS  
SALES REPS

J. McLEAN  
C. PAGE

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONINSERT (Promo. #800023)**  
**BUY 1 CARTON WITH ONINSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.**  
*(Million Dollar Giveaway for Five 'No Bull' NASCAR Races - 1st Race is Daytona 500 (2/15/97).*  
**FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.**

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**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP. #/R/REP. #/S/REP. #	ACCOUNT NAME	ADDRESS	CITY	STATE	#SKUS PER CASE DISPLAY	#CASE DISPLAYS	STORE (S/REP. #/S/REP. #/S27951) SHIPPED	ITEM # (PACKED 100/SKU) SHIPPED TO ACCOUNT 697 (X)
<b>**NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS</b>								
162204	162223	635914 SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	2		X
162204	162223	674333 SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	2		X
162204	162228	676785 SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	2		X
162204	162223	705046 SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	2		X

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800023)**  
**BUY 1 CARTON WITH ONSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.**  
*(Million Dollar Giveaway for Five 'No Bull' NASCAR Races - 1st Race is Daytona 500 (2/15/97).*  
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**RETAIL PLACEMENT: WEEK OF 1/19/98**

**(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP#		RE/REP#		DISP/		SKU PER		CASEDISPLAY#		STORE#		ITEM#		STATE		PACKED 100SKU/STO ACCOUNT 6/37 (X)	
<b>**NO P.O.S. KITS WILL BE SHIPPED TO TOBACCO ROAD LOCATIONS</b>																	
162209	162222	646088	TOBACCO ROAD III	RT 590		HAMLIN		PA		2				X			
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT POCONO		MT POCONO		PA		2				X			
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR		MATAMORAS		PA		2				X			
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61		TANNERSVILLE		PA		2				X			
162209	162223	469492	TOBACCO ROAD I	BOX 704		MAYFIELD		PA		2							
162209	162227	584016	TOBACCO ROAD II	BOX 3		HONESDALE		PA		2							

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800023)**

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**RETAIL PLACEMENT: WEEK OF 1/19/98 (STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

**\*\*NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS\*\***

STORE	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CASE DISPLAYS	
							STORE #536891 (1/12/98) SHIPPED TO	STORE #536873 (1/15/98) SHIPPED TO
162202	162202	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	2	
			162202 Total				2	
162210	162210	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	2	
			162210 Total				2	
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	2	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	2	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	2	
			162220 Total				6	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA		
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	2	X
			162221 Total				2	
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	2	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	2	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	2	
162209	162222	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	2	X
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	2	X
			162222 Total				10	

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONsert (Promo. #800023)**

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**UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.**

**RETAIL PLACEMENT: WEEK OF 1/19/96 (STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

**"NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS"**

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	STORE (536873/536891) SHIPPED TO	
							PACKED 100/SKU	ACCOUNT 637 (X)
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	2	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	2	X
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	2	X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	2	X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	2	X
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	2	
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	2	
<b>162223 Total</b>							14	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	2	
<b>162224 Total</b>							2	
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	1	X
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	1	X
<b>162225 Total</b>							2	
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	2	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTT'S BEV&	ENDICOTT	NY	2	
<b>162226 Total</b>							4	

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800023)**

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**RETAIL PLACEMENT: WEEK OF 1/19/98 (STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

**"NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS"**

S/REP	R/REP	DISP	ACCOUNT NAME	ADDRESS	CITY	STATE	QUANTITY PACKED (100/SKU)	ACCOUNT QTY (X)
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	2	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	2	
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETON	NY	2	
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	2	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	2	X
<b>162227 Total</b>							10	
162204	162228	310106	SHEDDEN'S	RT. 14	FASSETT	PA	2	X
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	2	X
<b>162228 Total</b>							4	
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOT	NEDROW	NY	2	
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DI	NEDROW	NY	2	
<b>162230 Total</b>							4	
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	1	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	1	
<b>162231 Total</b>							2	
162202	162232	269012	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	2	
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	2	
<b>162232 Total</b>							4	
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	2	
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	2	
<b>162233 Total</b>							4	

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800023)**

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**RETAIL PLACEMENT: WEEK OF 1/19/98** (STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED) ▼

**"NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS"**

Sales Rep	Account No.	Account Name	Address	City	State	Store Count	Items Shipped To	Comments
162303	162234	177253 NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	2		
	162234 Total							
162205	162237	621049 LUCKY 7	3100 COURT ST	SYRACUSE	NY	2		
	162237 Total							
162201	162239	088363 AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	2		
162201	162239	130277 AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	2		
162201	162239	130280 OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	2		
162201	162239	520885 G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	2		
162201	162239	539530 GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	2		
162201	162239	562598 KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	2		
162201	162239	596086 J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	2		
162202	162239	171473 SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	2		X
	162239 Total							
162201	162280	522487 WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	2		
	162280 Total							

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STORE	R/REP	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CASE DISPLAYS		STOCK LEVEL (1/15/98) SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS (X)
							8-CASE	4-CASE	
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FALLS	NY	2		
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	2		X
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	2		X
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	2		X
<b>162320 Total</b>							8		
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	2		
<b>162322 Total</b>							2		
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	2		
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	2		X
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	2		X
<b>162323 Total</b>							6		
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	2		
<b>162324 Total</b>							2		
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	2		X
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	2		X
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	2		
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	2		
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	2		X
<b>162325 Total</b>							10		
162307	162327	178829	THRUWAY PHARMACY INC	TRUWAY SHP/CTR PLA	WALDEN	NY	2		
<b>162327 Total</b>							2		

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**UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.**

**RETAIL PLACEMENT: WEEK OF 1/19/98 (STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

**\*\*NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS\*\***

SIREP	R/REP	ASSN	ACCOUNT NAME	ADDRESS	CITY	STATE	PICKUP DATE (BY ZIP CODE) SHIPPED TO	
							PACKED IN SKUs	ACCOUNT STATUS
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	2	X
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	2	X
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	1	X
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	1	X
		162622 Total					16	
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2	X
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	1	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	1	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	1	X
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEV	GOWANDA	NY	1	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	1	X
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	1	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	1	X
162606	162623	536774	JR'S SMOKE SHOP	RT. 5 & LAKESHORE R	IRVING	NY	2	X
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	1	X
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRI	IRVING	NY	1	X
162606	162623	733079	BIG INDIAN SMOKE SHOP	597 MILESTRIP RD	IRVING	NY	1	X
	162623 Total						14	
162603	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	2	
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	1	
	162625 Total						3	

**JANUARY: WINSTON CIGARETTE OUTLET CARTON ONSET (Promo. #800023)**

**BUY 1 CARTON WITH ONINSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES .**

**(Million Dollar Giveaway for Five 'No Bull' NASCAR Races - 1st Race is Daytona 500 (2/15/97).**

**FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.**

**CARTON INSERTS (PACKED 100/SKU, ITEM #536891) WILL BE SHIPPED TO RETAIL REPS THE WEEK OF 1/12/98.**

*(Shipment will be made to Sales Rep if no R/Rep assigned)*

**ONE P.O.S. KITS (ITEM #536873) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 1/15/98.**

**UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.**

**RETAIL PLACEMENT: WEEK OF 1/19/98**      **(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

**\*\*NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS OR TOBACCO ROAD LOCATIONS\*\***

~~ALL CIGARETTES WILL BE SHIPPED TO SMOKEY JOE'S LOCATIONS OR TOBACCO ROAD LOCATIONS~~

ST REP	RR REP	ISSUE	ACCOUNT NAME	ADDRESS	CITY	STATE	EDITION NUMBER	ACCOUNT NUMBER
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	1	X
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	2	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAI	LEWISTON	NY	1	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1	X
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAI	SANBORN	NY	1	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAI	SANBORN	NY	1	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT	SANBORN	NY	1	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	1	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1	X
162626 Total							10	

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S/REP	R/REP	DISCOUNT	ACCOUNT NAME	ADDRESS	CITY	STATE	SHIPPED 8-CASE DISPLAYS STORES (536873 / 536891) SHIPPED TO PACKED 100/SKU ACCOUNT 8/5 (X)
162606	162628	324640	SENECA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	1
162606	162628	328435	OJS SMOKE SHOP	W.PERIMETER ROAD	STEAMBURG	NY	1 X
162606	162628	340601	RON'S SMOKE SHOP	BOX 92A, RD. 3	ALLEGANY	NY	1
162606	162628	368567	KEN'S SMOKE SHOP	2001 ROUTE 219	LIMESTONE	NY	1 X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	1
162606	162628	482404	KENS LOCAL SMOKE SHOP	7 MAIN ST	SALAMANCA	NY	1 X
162606	162628	675068	RICHARDS SMOKE SHOP	2164 W PERIMETER R	STEAMBURG	NY	1
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	1 X
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	1
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	1
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	1
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILBUCK	NY	1 X
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1 X
<b>162628 Total</b>							13

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S/REP	R/REP	SS#	ACCOUNT NAME	ADDRESS	CITY	STATE	STOLES (536873) / PCKD (536891) SHIPPED TO ACCOUNT (536873 OR 536891)
163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	2 X
163805	163820	103056	TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH	2 X
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	2
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	2
163805	163820	104514	SHIYERS LOBSTER POUND	RT 28	SALEM	NH	2 X
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	2 X
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	2
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	2 X
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	2 X
<b>163820 Total</b>						18	
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	2 X
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	2
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	2
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	2 X
163804	163821	278707	ROUTE 63 COUNTRY	526 NORTHFIELD ROA	HINSDALE	NH	2
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	2 X
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	2 X
<b>163821 Total</b>						14	

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S/REP	C/REP	SS#	ACCOUNT NAME	ADDRESS	CITY	STATE	8-CASE DISPLAY STORE (MS36891/MS367951) SHIPPED TO PACKED 100/SKU ACCOUNT 8197 (X)	
							ITEM	QTY
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	2	
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	2	X
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	2	
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	2	
<b>163822 Total</b>							8	
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	2	
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	2	
163806	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	2	
<b>163823 Total</b>							6	
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	2	X
<b>163824 Total</b>							2	
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	2	X
<b>163825 Total</b>							2	
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	2	
163807	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	2	X
163807	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPR	LACONIA	NH	2	
163807	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	2	X
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	2	
<b>163826 Total</b>							12	

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SREP	R/REP	SSY	ACCOUNT NAME	ADDRESS	CITY	STATE	ITEM #536891 (PACED 100/SKU) ACCOUNT #800023	
							SHIPPED	DISP
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	2	X
163802	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	2	
163802	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	2	
	163827 Total						6	
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	2	
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	2	
	163829 Total						4	
	Grand Total						24	

**January WINSTON Carton Onserts - Cigarette/Tobacco Stores**  
**Promotion #800023, Kit Item #536873**  
**Onsert Item #536891**

Region	Total WINSTON Carton Promotion Cigarette/Tobacco Stores			
	Outlets	CTS/POS Kits	Total SKUs	Total Offers
1100 Boston	63	63	115	11,500
1200 New York Metro	0	0	0	0
1300 Philadelphia	54	54	99	9,900
1600 Buffalo	133	133	244	24,400
1700 Pittsburgh	183	183	335	33,500
1800 Cincinnati	230	230	422	42,200
<b>Total NESA</b>	<b>663</b>	<b>663</b>	<b>1,215</b>	<b>121,500</b>
2100 Winston-Salem	206	206	378	37,800
2200 Atlanta	158	158	290	29,000
2300 Florida	176	176	322	32,200
2600 Dallas	400	400	733	73,300
2900 Richmond	242	242	444	44,400
<b>Total SSA</b>	<b>1,182</b>	<b>1,182</b>	<b>2,167</b>	<b>216,700</b>
5100 N. California	100	100	183	18,300
5400 S. California	135	135	247	24,700
5600 Seattle	187	187	343	34,300
5800 Houston	119	119	218	21,800
<b>Total WSA</b>	<b>541</b>	<b>541</b>	<b>991</b>	<b>99,100</b>
6200 Chicago	204	204	374	37,400
6300 Minneapolis	338	338	620	62,000
6600 Denver	580	580	1,063	106,300
6700 Detroit	184	184	337	33,700
6900 St. Louis	400	400	733	73,300
<b>Total MWSA</b>	<b>1,706</b>	<b>1,706</b>	<b>3,127</b>	<b>312,700</b>
<b>GRAND TOTAL</b>	<b>4,092</b>	<b>4,092</b>	<b>7,500</b>	<b>750,000</b>

Allocations based on 92% of CTS outlets @ 200 offers each.